



# Finance Company Program Guide

## *GoGreen Business Energy Financing Program*

Administered by the State of California

Supported by California's Investor-Owned Utilities

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# **PART 1 – BACKGROUND GoGREEN FINANCING**

## **PART 2 – KEY CONCEPTS**

## **PART 3 – PROGRAM STRUCTURE**

### **A. PROJECT AND MEASURE ELIGIBILITY**

### **B. CREDIT ENHANCEMENT STRUCTURE**

### **C. FINANCE COMPANY ELIGIBILITY AND ROLES**

### **D. FINANCIAL PRODUCT ELIGIBILITY**

### **E. CUSTOMER ELIGIBILITY**

### **F. ENABLING A SECONDARY MARKET**

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## **PART 5 – RESOURCES AND APPENDICES**

# GoGreen Financing

**GoGreen Financing is the face of California's energy efficiency financing programs and is administered by the California Alternative Energy and Advanced Transportation Financing Authority (CAEATFA).**

With support from California's Investor-Owned Utilities (IOUs), GoGreen Financing makes attractive financing more widely available for energy efficiency improvements.



With the support of:



# GoGreen Business program summary of features

## Eligible Customers

Small businesses and nonprofits

Building owners or tenants

IOU service territories

## Types of Projects

Energy Efficiency and Demand Response

Flexibility to include non energy-saving improvements

Up to \$5MM project size

## Financing

Loans, leases/EFAs, service agreements, savings-based payment agreements (ESAs)

Not secured by real property

## Credit Enhancement

No cost to finance company or customer

20% contribution on first \$50k of financing; 5% on next \$950k

## Lead Generation

Statewide marketing campaign

Finance companies and contractors featured on GoGreen Business website

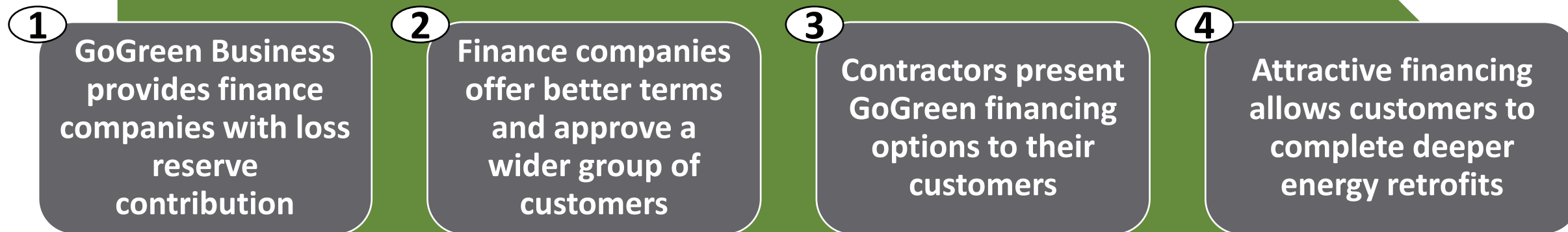
## Ease of Use

Multiple options for measure eligibility

Web-based interface

Supports varied finance business models

# Credit enhancement results in benefits for customers and larger projects



**With the credit enhancement, participating finance companies offer benefits to customers which include:**

- Lower rates
- Longer terms
- Larger amounts available
- Lower contractor reserve requirement
- Broader approvals
- Shorter years in business requirement
- Shorter years remaining on lease requirement
- Lower credit score minimums

# Why finance companies participate in this program

- Attract new customers and expand in California
- Mitigate risk through a loss reserve
- Offer attractive terms and approve a wide range of borrowers
- Credibility of a State of California program
- Network of participating contractors and project developers

## Opportunities with Utility Program Implementers

IOUs are contracting for energy savings through 3rd-party implementers

Implementers use a variety of approaches such as rebates, custom incentives, and free installation

Many implementers **do not have a financing option**

To view a list of current vendors, view the Third-party implementers table at:

[caeec.org/third-party-solicitation-process](https://caeec.org/third-party-solicitation-process)

# Projects have a lot of flexibility



Use pre-qualified list  
for easy approval or  
certification by a  
professional consultant

Combine self-installed  
measures with  
contractor-installed  
measures

Include Non-Energy  
Saving Measures up to  
30% of the claim-  
eligible financed  
amount)

Option to combine  
with IOU rebates and  
other programs

Scale from a single  
measure to a  
comprehensive retrofit

Complete with a single  
or multiple  
participating  
contractors

Finance companies can  
include solar, though it  
will not receive a credit  
enhancement

# GoGreen Business complements utility on-bill financing (OBF)

- All four of the IOUs offer OBF, a 0% interest loan to the customer for qualifying energy projects
- Qualification requires either rebated measures or robust energy calculations
- GoGreen Business is a great option for financing if the customer or project doesn't qualify for OBF

	On-Bill Financing (OBF)	GoGreen Business
<b>Products</b>	Loans	Loans, leases, ESAs
<b>Requirements</b>	Must be repaid through savings	Customer must be a small business
<b>Approval process</b>	Utility reviews project scope and bill payment history	Finance company credit approval
<b>Amount</b>	\$5,000 - \$250,000	No minimum, \$5MM maximum
<b>Measures</b>	Rebated or engineer-approved	Multiple methods of qualification, may include non-energy and DR measures
<b>Payment</b>	Payment after installation and engineer evaluation	Finance company pays after install

# Reach customers through statewide marketing efforts

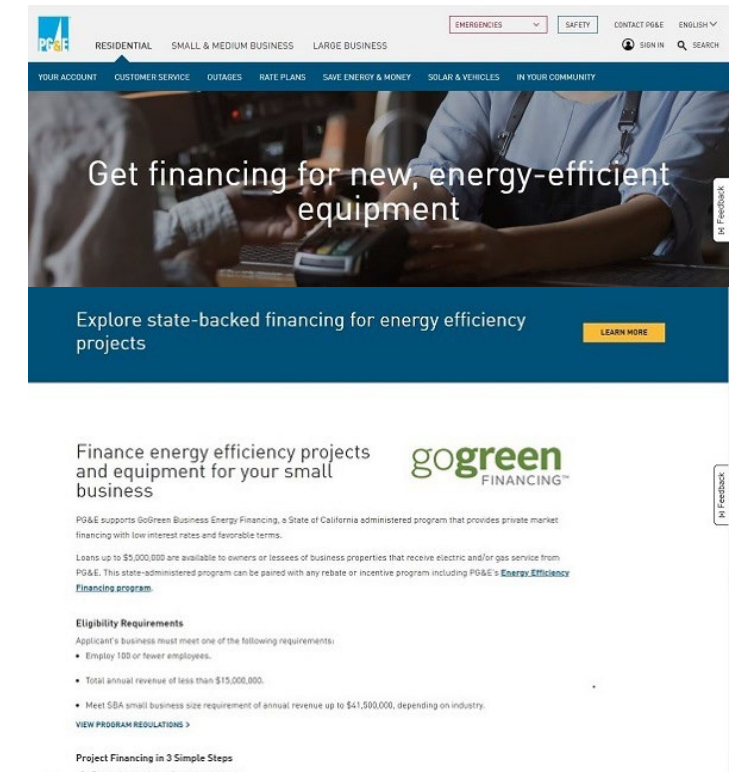


**gogreen**  
FINANCING™

**Customer-facing website**  
English & Spanish



**Print collateral**  
English & Spanish



**Utility websites and marketing campaigns reaching millions**

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# Program permits projects up to \$5 million; offers a credit enhancement on the first \$1 million

Total Financed Amount • *Up to \$5 million*

Claim-Eligible Financed Amount • *Up to \$1 million*  
Measures eligible for credit enhancement

**Energy Saving Measures (ESMs)**  
must account for at least **70%** of the  
claim-eligible financed amount

**Non-Energy  
Components** may  
account for up to  
**30%**

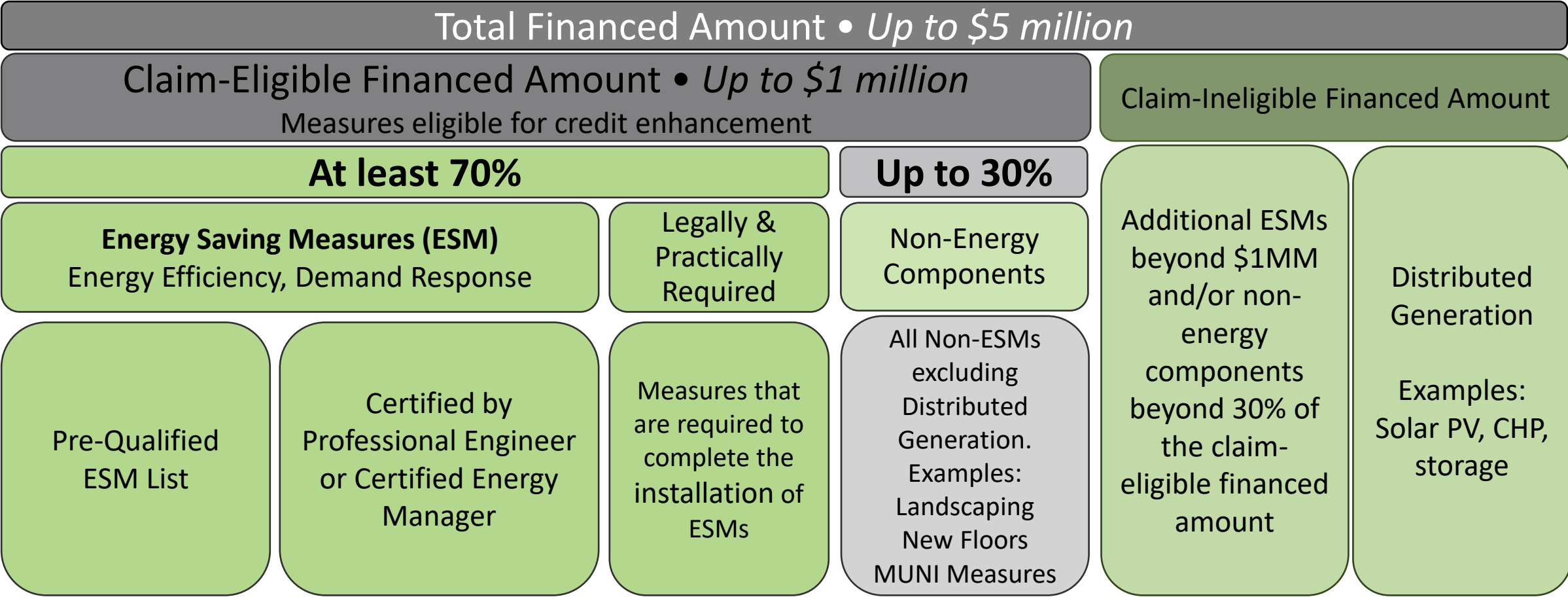
Claim-Ineligible  
Financed Amount:  
Measures not eligible for  
credit enhancement

**Claim-Eligible:** means a claim may be filed against the loss reserve in the event of default

**Non-Energy Components:** non-energy saving measures, capitalized interest, and service fees

**Non-Energy Saving Measures:** include measures that utilize or conserve fuel that is not provided by an IOU (i.e., provided by a MUNI or electric co-op)

# Claim-eligible financed amount can include legally required installations and up to 30% non-energy improvements



# Program rules are structured around the amount of financing

## **\$350k - \$5MM**

- Stricter customer underwriting requirements
  - Projects require an Energy Professional (Professional Engineer or Certified Energy Manager) to certify savings
    - Lighting measures on the ESM list do not require certification
- 

## **\$10,001 - \$350k**

- Fewer customer underwriting requirements
  - Projects can qualify via GoGreen Business' broad, pre-approved list
- 

## **\$10,000 and under**

- Only a credit score check is required
- Greatly simplified data requirements
- Simplified self-installation; no Project Developer required
- Projects can qualify via GoGreen Business' broad, pre-approved list

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# All projects must meet basic requirements

1. Contractor's license must be applicable to the work being performed
2. Necessary permits and approvals secured
3. Measures installed in compliance with Title 24 and all other laws
4. ESM fuel savings (electric and/or gas) matches IOU service type(s) at the installation location
5. Bill Impact Estimate provided to the customer (Can use a BIE supplied by GoGreen Business)
6. Contractors certify installations as complete and in compliance with Program Rules
7. Project Developers certify that projects are in compliance with Program Rules



# Contractors and project developers

- GoGreen Business requires a licensed contractor participating in the program to install any project which is not qualified for self-installation. This helps ensure that projects are in compliance with California law.
- A Project Developer is an optional participant which provides planning and direction but not installation.

## Licensed Contractor Role

- CSLB-licensed
- Contracts with customer for installation
- Installs measures at project site(s)
- Can hire subcontractors or other trades
- Certifies Title 24 compliance, installation, proper permits, and licenses

## Project Developer Role

- May contract with customer for consultation or may provide subsidized service through other programs
- Works with customer and contractor(s) to shepherd a project through the program
- Provides certification of project compliance with program rules
- Often this role is performed by utility implementers

## Either Role

- Develops scope of work
- Performs energy assessment, if needed or desired by customer
- Provides customer and project data to GoGreen Business

# Energy saving measures can qualify in two ways: pre-qualified list or professional certification

## Method 1: Energy-Saving Measures (ESM) List

- Measures on the ESM list can be financed without any additional approval for:
  - Up to \$350,000 of non-lighting measures
  - Up to \$5 million of lighting measures (Only the first \$1 million will be claim-eligible financing)
- Some ESM list measures include eligibility requirements
- The ESM list also allows any energy efficiency or demand response measure to qualify if it is included in an IOU, REN or CCA Energy Efficiency or Demand Response program
- View the ESM List:  
[gogreenfinancing.com/smallbusinesscontractors/energy-saving-measures](https://gogreenfinancing.com/smallbusinesscontractors/energy-saving-measures)

## Method 2: Energy Professional Certification



Measures may be certified by an energy professional as expected to save energy

Certification must be completed by a California licensed **Professional Engineer (PE)** or an Association of Energy Engineers **Certified Energy Manager (CEM)**

Must submit an initial energy savings estimate with two data points:

- annual kWh and/or therms for energy efficiency savings
- and peak kW or peak therms for demand response savings



# Select ESM list measures are eligible for self-install

**Self-install ESMs are those that are installed *without* the use of a Participating Contractor**

**Select ESM List measures have been identified as self-install eligible if:**

- The measure can be legally and safely installed without a special license
- The measure's performance is unlikely to be affected by non-professional installation
- Measures are flagged as "Eligible for Self-install" (or "SI" in the PDF version)

**Examples of self-install measures include:**

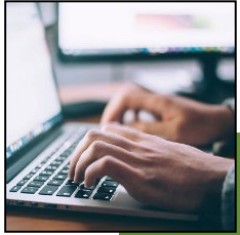
- Plug-in appliances or equipment, screw-in lighting, smart thermostats, low-flow shower heads

**Projects greater than \$10,000 with self-install measures must have a participating Project Developer who will:**

- Submit measure and project data to CAEATFA
- Provide project certification

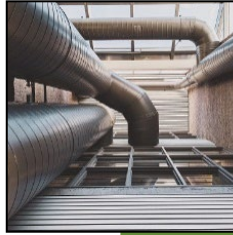


# Projects may be subject to post-installation verification checks



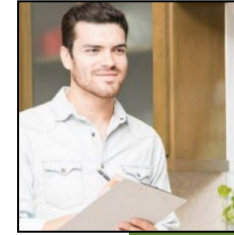
## Desktop Verification

- Electronic review of project data and documentation
- IOU service
- IOU rebates (if applicable)
- Fuel type match
- Measure cost breakdown
- Invoice check



## Photo Verification

- Photographic review of equipment type and installation
- May also include desktop verification



## Field Verification

- On-site review of equipment type, quantity and installation
- May also include desktop verification
- During the COVID pandemic, these are avoided if at all possible

# Customers who have used GoGreen Business

## Corner Market, PG&E

- \$26,000
- Equipment Finance Agreement
- LED Linear Replacement Lamps



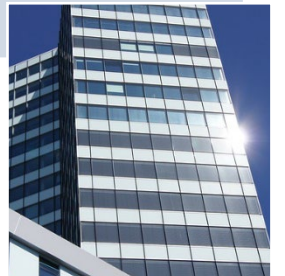
## Dairy Farm, PG&E

- \$227,000
- Lease
- LED Lights, Fixtures, Wraps, VFD Well Pumps
- Utilized IOU Rebates



## Office Building, SDG&E

- \$872,000
- Lease
- Chiller, Evaporative Cooling Tower, Boiler
- A needed CapEx project that wasn't going to be "bill neutral"



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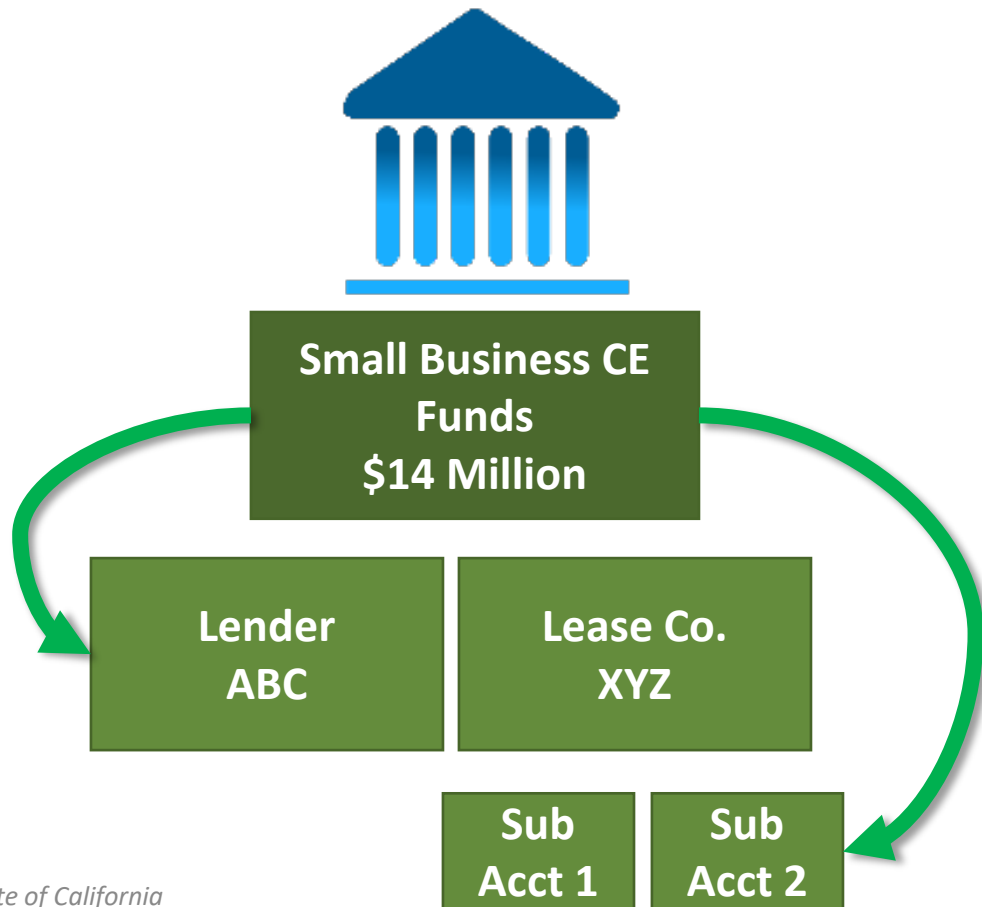
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# Credit enhancement is structured as a loss reserve no cost to finance company or customer



## Loss Reserve Structure

**Trustee accounts:** Designated Loss Reserve (LR) accounts for participating finance provider at a Trustee Bank

**Contributions:** Made to finance company's LR account within 10 days of receiving an eligible loan, lease, service agreement or savings-based payment agreement

**Access to funds:** In event of default, finance company can file claim to recoup up to 90% of principal loss

**Option for sub accounts:** Finance companies selling loans/leases to different investors may benefit from sub-accounts for additional investors

## Finance companies incentivized to finance smaller projects through a higher LR contribution rate

Claim-Eligible Financed Amount	Contribution Rate
First \$50,000 of each agreement	20%
Next \$950,000 of each agreement	5%

- Total Financed Amount can be up to \$5 million
- Only \$1 million is “Claim-Eligible Financing”
- Maximum loss reserve contribution is \$57,500 for a \$1MM project

- Smaller projects are harder to finance, yet there is a real need for very small ticket financing
- Methodology allows finance companies to build up their loss reserve accounts quickly after joining the Program to allow up to 90% to be recovered

# Finance company may recoup 90% of claim-eligible charge-off amount

Financing is “Claim-Eligible” for 10 years

Payments are paid net of recovery – company won’t be made more than 100% whole

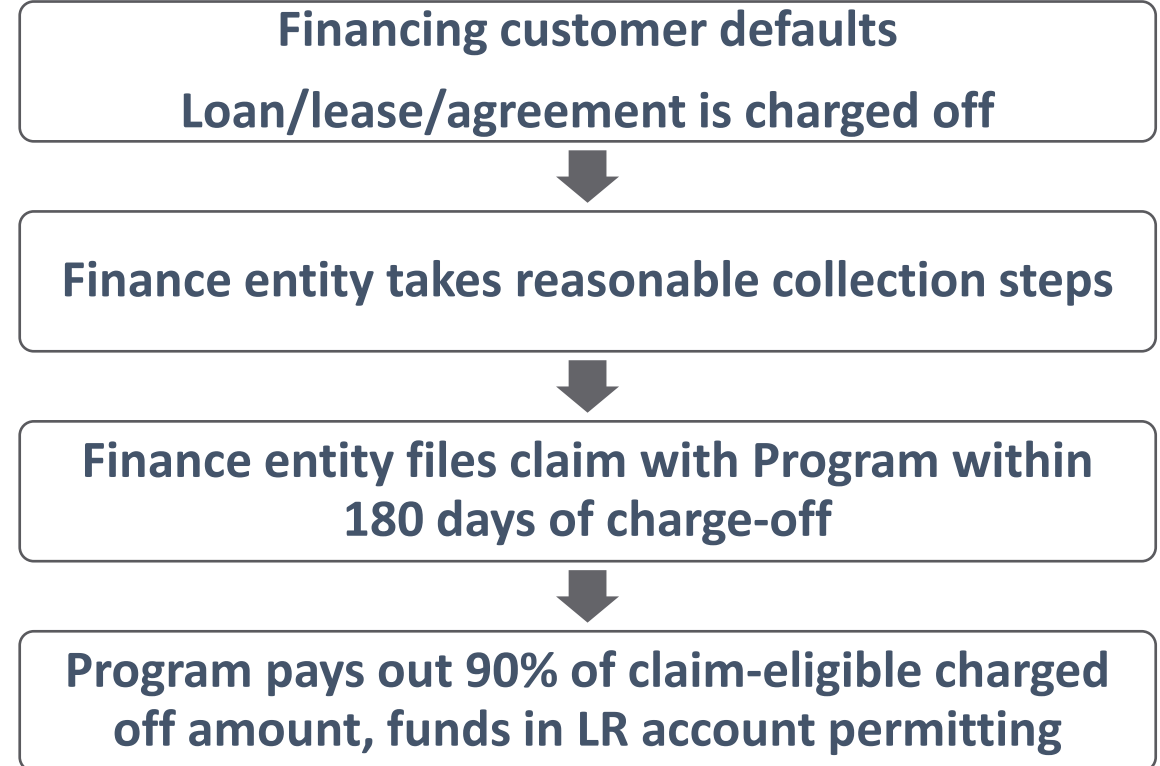
If finance company recovers additional funds after claim is paid such that they are more than 100% whole, finance company reimburses the Program

Finance company takes reasonable steps toward recovery (in line with industry standard) through liquidation of collateral or collecting personal guarantees, if applicable

Finance company can assign payment to a third party

If funds in LR account are insufficient to cover 90% of charge-off, future contributions can be accessed to cover the charge-off.

## Claims Process



See slide 28 for an example of a claim calculation

## Claims can be filed to recoup lost principal, or lost initial investment

<b>Total Financed Amount based on product type</b>	Loans & Leases / Equipment Finance Agreements	<ul style="list-style-type: none"><li>The original principal amount as disclosed to the Eligible Commercial Finance Customer through loan or lease documentation or the job addendum.</li></ul>
	Service Agreements / Savings-Based Payment Agreements	<ul style="list-style-type: none"><li>The total installation amount paid to the Participating Contractor and disclosed on the job addendum, inclusive of equipment, taxes, labor and shipping costs and exclusive of ongoing service and oversight payments by Eligible Commercial Financing Customer.</li></ul>
<b>Total Charge-Off Amount based on product type</b>	Loans & Leases / Equipment Finance Agreements	<ul style="list-style-type: none"><li>The outstanding principal at the time of charge-off</li></ul>
	Service Agreements / Savings-Based Payment Agreements	<ul style="list-style-type: none"><li>(Total initial installation amount paid to contractor(s) divided by the number of months in the term) multiplied by the number of months remaining in the term. Ongoing monthly service charges are excluded from the charge-off amount.</li></ul>

# GoGreen Business will rebalance the loss reserve accounts annually

CPUC Decision 13-09-044 requires CAEATFA to recapture funds periodically for Program use or to return to Ratepayers for other programs

GoGreen Business has two goals: to allow finance providers to build up their LR account balances, and to establish a rebalancing timeline that frees up credit enhancement funds for additional projects

Methodology makes allowances for claims, allowing the LR account to act as insurance for the Finance Provider's portfolio (see examples in the appendix)

## Rebalancing Process

**In July, GoGreen Business looks at previous fiscal year to see which enrolled financing agreements have fully paid off**



**GoGreen Business recoups original LR contribution amount for financing agreements which have paid off**



**If a claim has been made during the fiscal year, GoGreen Business will reduce the amount recaptured by the amount of the claim**



**If the claim amount is larger than the recapture amount, there will be no recapture of funds for that year**

## Example of a Claim

<b>Original Total Lease Amount</b>	<b>\$200,000</b>	
Original Claim-Eligible Financed Amount	\$150,000	e.g. \$50,000 of original lease was for solar
Claim-Eligible Percentage	75%	Original Claim-Eligible Financed Amount / Original Total Lease Amount
Total Outstanding Amount at time of charge-off	\$90,000	
Total Outstanding Claim-Eligible Amount at time of charge-off	\$67,500	Claim-Eligible Percentage x Total outstanding Amount at time of charge-off
Total potential claim allowance	\$60,750	90% x Total outstanding Claim-Eligible Financed Amount
Total Recoveries	\$10,000	Amount of Charge-off recovered by the Lease company
Recoveries attributed to Claim-Eligible Amount	\$7,500	Total recoveries x Ratio
<b>Claim Amount</b>	<b>\$53,250</b>	Total potential claim allowance less Recoveries attributed to Claim-Eligible Financed Amount

“Charge-Off” means: For **loans and leases** - outstanding principal balance at the time of charge-off. For **service agreements or savings-based payment agreements** - the Original Total Financed Amount divided by the number of months in the term multiplied by the number of months remaining in the term.

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# Finance companies perform multiple functions in the GoGreen Business program

## Marketing Representative

- Entity that is publicly listed as part of the Program on websites and in marketing materials

## Underwriting

- Follows Program guidelines for approving projects and financing

## Origination

- Executes the legal contract for repayment of the financing
- Obtains financing customer certifications

## Financing Submittal

- Provides customer and financing data (along with installation data provided by the contractor) and submits projects for Enrollment in the program

# Finance companies perform multiple functions in the program (continued)

## Servicing

- Sends out regular billing statements and collects payments
- Allocates payments to investors
- Engages in collections
- Responds to customer questions

## Monthly Reporting

- Supplies GoGreen Business with regular monthly reports covering loan/lease/agreement performance data as well as data on any sale or transfer of the financing

## LR Account Representation

- Loss reserve accounts will be set up in the name of this entity at the Trustee Bank
- Files claims in the case of a charge-off
- Receives claim payments
- May distribute claim payments to third parties

## OBR Representative

- Communicates On-Bill Repayment data to the program including charges to appear on the monthly utility bill
- Answers customer inquiries regarding repayment through their utility bill

## Flexible participation strategy accommodates various business models

- Two entities can jointly apply to the program as a primary applicant and an affiliate applicant.
  - Both must sign the program application and certifications, representations, and warranties.
- Primary applicant fulfills the role of submitting financing agreements to GoGreen Business.
- Applicants disclose which entity will perform the roles of: Underwriting, Origination, Servicing, Monthly Reporting, Loss Reserve Account Representative, OBR Representative.
- Applicants may designate a third entity to be the Marketing Representative or may designate the primary or affiliate applicant to this role.
- Applicants disclose which entity is funding the actual agreements and named on the documents. This may be a third party.

# Regardless of structure, applicants must meet key requirements

<b>Representation</b>	<ul style="list-style-type: none"><li>• Agrees to comply with Program rules in marketing and representing the Program</li></ul>
<b>Proposed Product(s)</b>	<ul style="list-style-type: none"><li>• One applicant outlines and certifies proposed rates, terms, and credit requirements to be offered as part of the Program</li></ul>
<b>Customer Benefits</b>	<ul style="list-style-type: none"><li>• One applicant describes and certifies how financing customers will benefit from the Applicants' access to the credit enhancement</li></ul>
<b>Licenses</b>	<ul style="list-style-type: none"><li>• Applicants certify that they hold proper licenses for engaging in their business activities in California</li></ul>
<b>Intent with Enrolled Financing</b>	<ul style="list-style-type: none"><li>• Applicants describe the intent for Enrolled Financings, (e.g. hold, sell, transfer, participate, portfolio, warehouse) and the purchaser, if known</li></ul>

# Non-financial institutions can participate with additional requirements

- **A Financial Institution**, for purposes of the Program, is a federally insured depository, Financial Development Corporation (FDC), or a CDFI
- Applicants who are not Financial Institutions must maintain General Liability, Motor Vehicle Liability, and Worker's Compensation insurance

Additional requirements for the entity performing these functions if not a Financial Institution:

## Underwriting

- Demonstrated experience with underwriting for equipment financing
- Describe the underwriting process
- Demonstrate qualifications of key personnel
- Net Worth of at least \$1MM

## Origination

- Demonstrate at least \$20MM in committed capital for general financing
- Net Worth of at least \$1MM
- Demonstrated ability to originate commercial financing in accordance with all applicable laws
- At least 20 transactions or \$20 million in transactions originated
- Provide sample documentation

## Servicing

- Demonstrated capacity for and experience with servicing
- Net Worth of at least \$1MM
- Describe key personnel, software, and systems used

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# Program supports a variety of financing instruments

See regulations  
§10092.1(q), (r), (s), (v) and  
(w)

## Loan

- Customer takes ownership of measures
- Fully amortizing (fixed payments amortize loan to \$0) or balloon structures (ie. fixed payments for loan term with a final payment at end of loan term)

## Lease/Efficiency Financing Agreement

- Customer gets use of measures
- Title can transfer at end of lease term or at beginning of term (Equipment Finance Agreement)

## Service Agreement

- Customer gets use of measures
- Regular, ongoing service and maintenance of measures is provided to the customer
- Title does not transfer to customer
- Guarantee of functionality of measures **or** guarantee of energy savings

## Savings-Based Payment Agreement

- Savings measured and verified at least annually
- Agreement is “cash-flow positive” for customer compared to prior energy bills
- Customer shares in benefits if savings exceed expectations
- Customer does not bear risk if savings are less than projected

# Product Requirements

## Category

## Specification

### Disclosure

- Finance entity must disclose to the customer either
- (1) an Annual Percentage Rate (APR) inclusive of any fees as well as advance payments OR
  - (2) The total cost of the project comprised of (monthly payments x number of months in the agreement) + fees

### Interest rate

- No cap, although as part of application process, finance entity must demonstrate a customer benefit in exchange for receiving credit enhancement; that benefit may or may not be reduced interest rates.
- Rates may be fixed or variable

### Term Length

- No restriction (although period for filing claims in case of default is limited to 10 years)
- No open-ended lines of credit

### Financing Minimum

None

### Financing Maximum

- Credit enhancement stops at \$1MM
- Total financing amount is capped at \$5MM

# Product Requirements, Continued

Category	Specification
<b>Refinance or Renewal</b>	Permitted if loan/lease/service agreement/savings-based payment agreement is enrolled with the Program within 90 days of project completion.
<b>Fees</b>	<ul style="list-style-type: none"><li>• Must be disclosed on finance company's application to our program</li><li>• Must be reasonable and in-line with industry standards</li><li>• Must be disclosed to customer or presented as part of an APR</li></ul>
<b>Progress payments to contractors</b>	Permitted, but not required
<b>Collateral</b>	<ul style="list-style-type: none"><li>• For Total Financed Amounts &lt;\$50,000: Permitted, but not required</li><li>• For Total Financed Amounts &gt; \$50,000: Finance company must take a security interest</li><li>• Security cannot be real property with exception of UCC-1 fixture filing</li></ul>
<b>Personal Guarantees</b>	Permitted, but not required, unless used to satisfy Program underwriting requirement (See Customer Eligibility Section).

# Microloans under \$10,000 qualify via a simplified pathway

See regulations  
§10092.1(nnn), §10092.6(a),  
§10092.8(b)

## Simplified Eligibility

- Customer qualification requires only a credit check; other underwriting requirements removed

## Simplified Project Submission

- Streamlined project data requirements
- Only one customer IOU account number is required
- For self-install projects (e.g. plugging in a freezer) no participating Project Developer is required
  - The finance provider submits the project to GoGreen Business
  - Measures that are not eligible for self-install still must be installed by a participating contractor



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# Eligible customers include small business and non-profit building owners and renters

See regulations  
§10092.1(u)&(x) &  
§10092.6

## Property

- Receives gas or electricity from one or more of the four Investor-Owned Utilities (IOUs), a Community Choice Aggregator (CCA) or Energy Service Provider (ESP)
- Used for business purposes

## Size

- A non-profit or small business meeting one of:
  - 100 or fewer employees
  - Annual revenues less than \$15 million
  - Meets the SBA size standard requirement for the customer's industry (*Ranges from annual revenues of \$1MM-\$41.5MM*)

## Occupancy

- Owners or tenants

# Customer credit requirements are designed to fit within existing underwriting processes

## Total Financed Amount \$10,000 and under

1. Credit check using a standard industry credit scoring service or utility bill pay history

## Total Financed Amount From \$10,001 to \$350,000

1. Credit check using a standard industry credit scoring service **and**
2. Customer must not have filed for bankruptcy within the last five years or have any outstanding judgments or liens **and**
3. One of:
  - a) Positive operating profit or taxable income for the last two years **OR**
  - b) Customer has been in business at least 5 years **OR**
  - c) Customer provides a personal guarantee

## Total Financed Amount Over \$350,000

1. Credit check using a standard industry credit scoring service **and**
2. Customer must not have filed for bankruptcy within the last five years or have any outstanding judgments or liens **and**
3. Business shows a positive operating profit (EBIT/EBITDA) or positive taxable income for at least 2 out of the last 5 years **and**
4. Debt Service Coverage Ratio is greater than 1.1 for at least 2 out of the last 5 years

PART 1 – BACKGROUND GoGREEN FINANCING

PART 2 – KEY CONCEPTS

PART 3 – PROGRAM STRUCTURE

A. PROJECT AND MEASURE ELIGIBILITY

B. CREDIT ENHANCEMENT STRUCTURE

C. FINANCE COMPANY ELIGIBILITY AND ROLES

D. FINANCIAL PRODUCT ELIGIBILITY

E. CUSTOMER ELIGIBILITY

**F. ENABLING A SECONDARY MARKET**

PART 4 – ENGAGEMENT WITH THE PROGRAM

PART 5 – RESOURCES AND APPENDICES

# Program should enable sale and transfer of enrolled financings

**Program goals include bringing more private capital to the energy efficiency financing space**

**Therefore, program should facilitate the sale and transfer of enrolled loans, leases and ESAs, while recognizing that the structure of the Loss Reserve steers Participating Finance Companies toward a limited number of purchasers**

<b>Permitted activity</b>	<ul style="list-style-type: none"> <li>• Sale, transfer, or assignment of an enrolled financing in whole or in part</li> <li>• Sale, transfer, or assignment of a portfolio of enrolled financings in whole or in part</li> </ul>
<b>Reporting of sales</b>	<ul style="list-style-type: none"> <li>• Finance company reports to GoGreen Business monthly on sales, transfers, or assignments including date of sale and name of purchaser/assignee</li> </ul>
<b>Trustee sub accounts</b>	<ul style="list-style-type: none"> <li>• GoGreen Business will open up to 3 sub-accounts for finance companies that want to group loans/leases/ESA for a specific investor</li> </ul>
<b>Ongoing program responsibility</b>	<ul style="list-style-type: none"> <li>• Entity(s) originally responsible for monthly reporting and assigned as the Loss Reserve Account representative retain responsibility for those activities unless a successor enrolls in the Program</li> </ul>
<b>Successor enrollment in program</b>	<ul style="list-style-type: none"> <li>• GoGreen Business allows transfer of responsibility for the servicing, reporting, and Loss Reserve Account Representative roles to a new entity when financings are sold</li> </ul>

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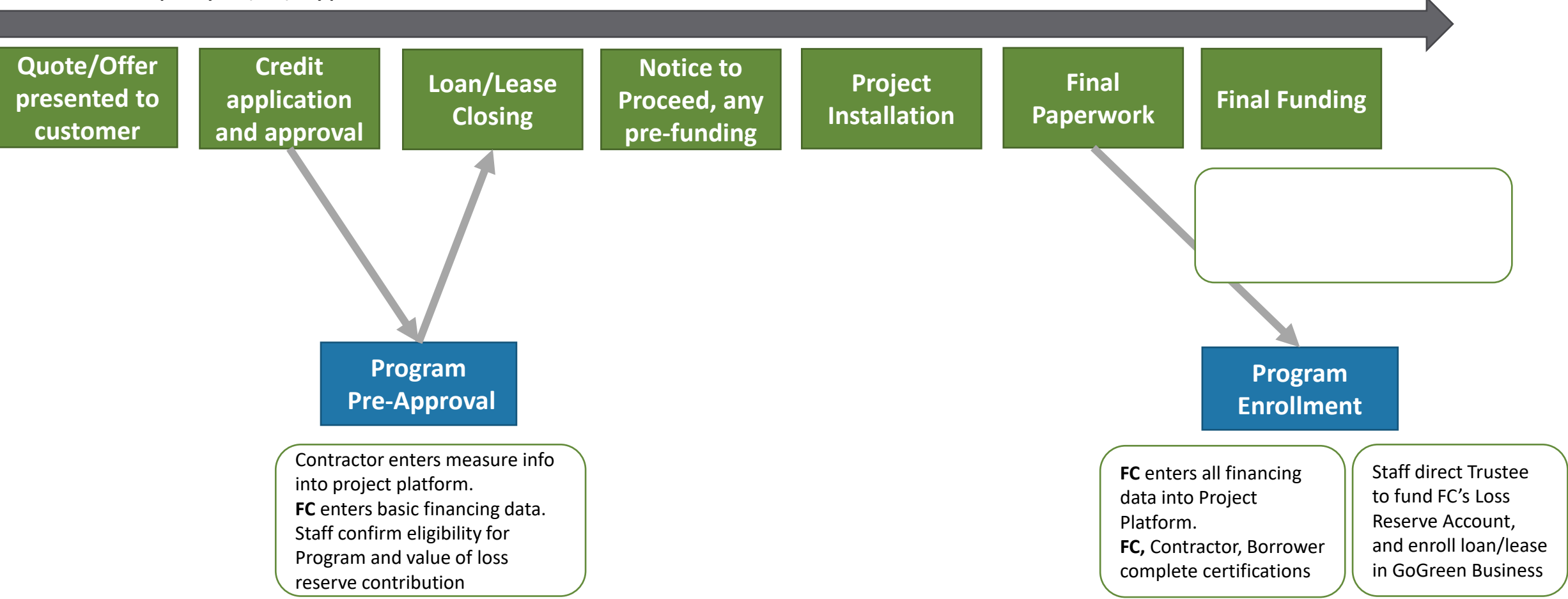
### F. ENABLING A SECONDARY MARKET

## **PART 4 – ENGAGEMENT WITH THE PROGRAM**

## PART 5 – RESOURCES AND APPENDICES

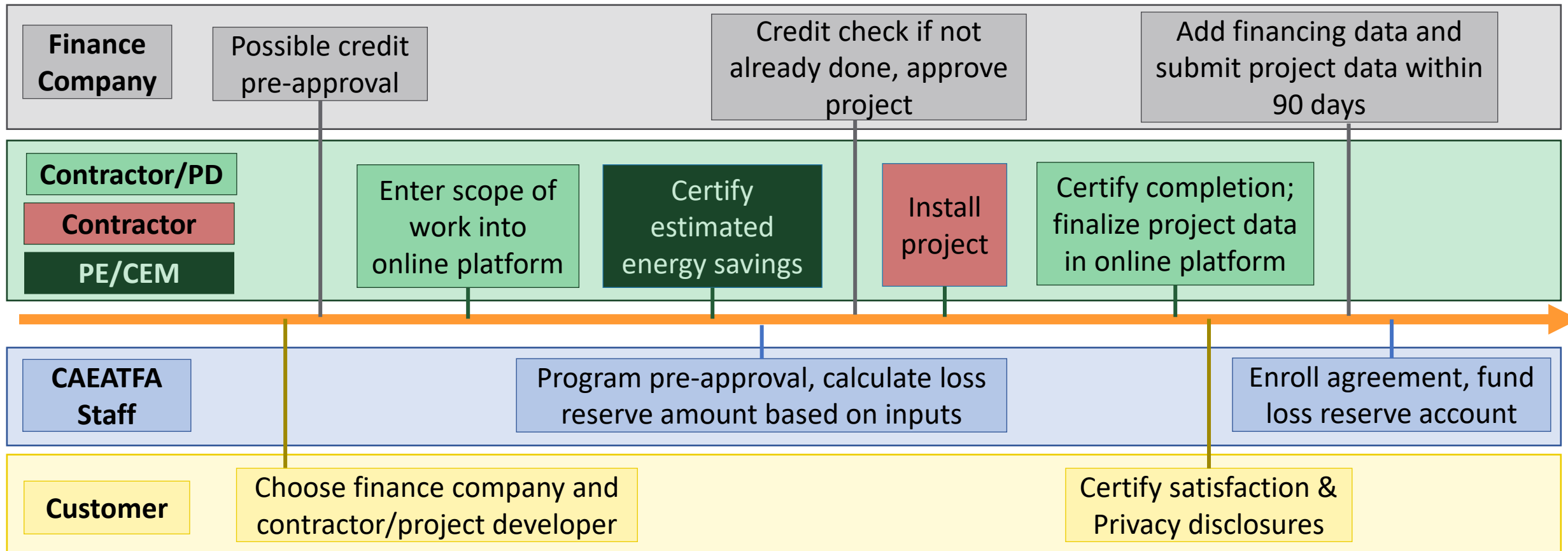
# Finance Company Interaction with Program

## Finance Company's (FC) Typical Process



## Incorporation of GoGreen Business Program Processes

# Project and financing timeline: another view



# Frontier Energy acts as liaison to contractors

- Frontier Energy is CAEATFA's Contractor Manager and engages with participating contractors
- Contractors have a single source for applications, program questions, and project assistance
- Frontier sends a weekly list of participating contractors to finance companies to cultivate partnerships and deal opportunities



**Contractors with questions about the Program should contact Frontier Energy**

(800) 484-0109

[gogreen@frontierenergy.com](mailto:gogreen@frontierenergy.com)

# A web-based project platform allows easy submission of finance and project information

- The **Project Platform** allows contractors, project developers, and finance companies to enter project data for submission to the program.
- Finance companies can designate users in their application, both data entry roles as well as users who are authorized to certify on behalf of the company.
- Projects submitted for program **Pre-approval** through the Project Platform are verified to meet the program's minimum requirements. Once a project is pre-approved, the finance company can proceed to finalize documents and release pre-funding with confidence.

### Project (Two Birds Bakery) - Overview

EXIT PROJECT

SAVE CHANGES

Inputted Project costs as of 02-03-2022 ?

Customer:	Maria Orozco
Project ID:	P112
Project Status:	New

Project Name:

Two Birds Bakery

Repayment Method:

☐ On-Bill ☒ Direct Bill

ESM and Related Cost	\$56,112.00
Non-Energy Component Cost	\$14,839.00
<b>ESM + Non-Energy Total Cost</b>	<b>\$70,951.00</b>
Distributed Generation Costs	\$0.00
<b>Total Project Cost</b>	<b>\$70,951.00</b>

Once your finance company is enrolled in GoGreen Business, you will receive a login to <https://concordbpm.appiancloud.com/suite/> where you can use the “Forgot password?” link to set up a new password.

For questions about the Project Platform, contact [cheef@treasurer.ca.gov](mailto:cheef@treasurer.ca.gov)

# Project developers and finance companies all submit data to the program through the project platform

Any user may enter project data, but the finance company has ownership of the project and submits for enrollment.

Measures

(ALL FIELDS REQUIRED)

Category ?	Measure Name ?	Description & Specification ?	Quantity ?	New or Replacement ?	Fuel Substitution ?	Fuel Type ?
HVAC ▾	Rooftop Units or Packaged HVAC Syste... ▾	18 SEER	1	<input checked="" type="radio"/> Replacement <input type="radio"/> New	<input type="radio"/> Yes <input checked="" type="radio"/> No	Both ▾
Lighting ▾	LED Downlight Fixture ▾	60w	24	<input checked="" type="radio"/> Replacement <input type="radio"/> New	<input type="radio"/> Yes <input checked="" type="radio"/> No	Electric ▾

For a full list of data requirements, see the appendix

Once financing data is entered, the Project Platform calculates the loss reserve contribution.

Project (Two Birds Bakery) - Financing Data

RETURN

SAVE CHANGES

Financing

Type of Financing Agreement

Total Financed Amount ?

Claim-Eligible Financed Amount ?

Lease ▾

70951

70951

Claim-Eligible Ratio ?

Loss Reserve Contribution ?

Loss Reserve Coverage Ratio ?

100%

11047.55

15.57%

Contractual Monthly Payment Amount ?

Interest Rate ?

Fixed or Variable Rate

Buy-Down Percentage ?

8.31 %

Fixed ▾

0 %

# Finance company reports monthly on all enrolled financing agreements

- Reports on all enrolled financing agreements are due on the fifth day of each month
  - Financing status: current, 30 days, 60 days, or 90 days past due, fully satisfied, or charged off
  - Current outstanding financed amount
  - If sold or transferred, date of sale or transfer and name of purchaser or transferee
- Simple excel report
- Can be manually filled out or auto generated

[Download a copy of the monthly report](#)

Year and Month of Report: 2022, February		
All Enrolled Financing Agreements		
CHEEF Financing ID	Current Total Financed Amount Outstanding	Financing Agreement Status
12250000029	14169.01	Current
12250000024	52932.23	30 DPD
12250000020	0.00	Paid in Full

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## PART 4 – ENGAGEMENT WITH THE PROGRAM

## **PART 5 – RESOURCES AND APPENDICES**

Required information		Explanation of what is provided	Who provides it	Required for Microloans
INFORMATION REQUIRED FOR ALL PROJECTS				
Customer	Customer name	First and last name of customer, or business name	Finance Company, Contractor, or Project Developer	✓
	Small business qualification	<\$15MM in annual revenue; <100 employees; SBA size standards	Finance Company, Contractor, or Project Developer	
	Contact information	Customer email and phone number	Finance Company, Contractor, or Project Developer	✓
	NAICS code	6 digit NAICS industry code	Finance Company	✓
	Years in business	Number of years in business	Finance Company	✓
	Special ownership characteristics	Woman owned; minority owned; veteran owned; unknown; N/A	Finance Company	✓
	Entity type	C-Corp; LLC; Non-profit; Partnership; S-Corp; Sole Prop	Finance Company	
	Annual revenue	Annual business revenue (for financing agreements >\$350,000)	Finance Company	
	Customer credit score	Credit score and scoring service used, or 12mon IOU bill history	Finance Company	✓
	Site occupancy	Owner or Tenant	Finance Company	✓
	Number of units	Number of units or spaces at the property being upgraded	Finance Company	
Property	Property address(es)	Street address, city, state, and ZIP for project site(s)	Finance Company, Contractor, or Project Developer	✓
	Electric and gas utility name	All electric and gas utilities serving the property(ies)	Finance Company, Contractor, or Project Developer	✓
	Utility account number(s)	All IOU electric and/or IOU gas account number(s)	Finance Company, Contractor, or Project Developer	✓
Measures(s)	Qualification method(s)	Pre-qualified ESM List; IOU Custom; Professionally Certified	Finance Company, Contractor, or Project Developer	✓
	Measure Name	Name of measure	Finance Company, Contractor, or Project Developer	✓
	Category	Measure category (choose from dropdown list)	Finance Company, Contractor, or Project Developer	✓
	Description	Brief description including efficiency values and specifications	Finance Company, Contractor, or Project Developer	
	Quantity installed	Quantity installed	Finance Company, Contractor, or Project Developer	✓
	Replacement or new	Replacement of existing equipment or first time installation	Finance Company, Contractor, or Project Developer	
	Measure fuel substitution	Does the equipment use a different fuel source than the equipment being replaced	Finance Company, Contractor, or Project Developer	
	Expected energy savings type	Electric and/or Gas	Finance Company, Contractor, or Project Developer	✓

## Data Requirements, pt. 2

Required information		Explanation of what is provided	Who provides it	Required for Microloans
INFORMATION REQUIRED FOR ALL PROJECTS				
Financing Agreement	Total financed amount	Total financed amount (exclusive of interest, finance charges, ongoing maintenance, oversight and/or service)	Finance Company	✓
	Capitalized interest	Amount of capitalized interest being financed	Finance Company	
	Internal ID	Finance company's internal financing ID	Finance Company	✓
	Finance company representative	Name of representative submitting information	Finance Company	✓
	Product type	Loan; Lease; Equipment Financing Agreement; Service Agreement; Savings-Based Payment Agreement	Finance Company	✓
	Security type	UCC-1; UCC fixture; unsecured	Finance Company	
	Funding date	Date when financing agreement is fully funded	Finance Company	✓
	Maturity date	Contractual end date	Finance Company	✓
	Term	Number of months	Finance Company	✓
	Monthly payment amount	Monthly payment amount including (1) principal (2) interest and (3) maintenance, oversight and service charges	Finance Company	
	Advance payments	Number of months of advance payment required	Finance Company	
	For Loans/Leases/Equipment Finance Agreements	Interest rate paid by customer	Finance Company	✓
		Fixed or variable rate	Finance Company	✓
		Contractor buy down of rate	Finance Company	
	For Service Agreements & Savings-Based Payment Agreements	Monthly charges for ongoing service and maintenance of installed measures	Finance Company	✓
Documents & Project Certifications	Utility bill(s)/Proof of Service	PDF or image file of IOU electric and/or IOU gas bill(s)	Finance Company, Contractor, or Project Developer	✓
	Customer final invoice	PDF or image file of the customer invoice or self-install receipt	Finance Company, Contractor, or Project Developer	✓
	Contractor certification	Contractor's certification of their Scope of Work	Contractor	✓
	Finance company certification	Finance company's certification of the project	Finance Company	✓
	Privacy disclosure	Send request for CHEEF Privacy Rights Disclosure to customer	Finance Company or Project Developer	✓
	Customer certification	Send request for customer certification for signature by customer	Finance Company or Project Developer	✓

Required information		Explanation of what is provided	Who provides it	Required for Microloans
ONLY FOR PROJECTS WHERE APPLICABLE				
Rebate & Incentive	Whether a rebate is sought	Yes/No answer	Finance Company, Contractor, or Project Developer	✓
	Amount	Amount of the rebate	Finance Company, Contractor, or Project Developer	
	Utility and rebate program	Name of the utility providing the rebate, name of program, and if known, project ID	Finance Company, Contractor, or Project Developer	
	IOU custom approval letter	PDF or image file of the IOU custom approval letter	Finance Company, Contractor, or Project Developer	
	IOU custom approval date	Date the IOU approved custom measures	Finance Company, Contractor, or Project Developer	
Self-Install	Project Developer fees and services	Fees charged by the Project Developer (if any) and a description of services provided	Project Developer	
	Self-install completion date	Date when all self-install measures have been installed	Finance Company or Project Developer	
	Self-install certification	Project Developer's certification of the self-installed SOW	Project Developer	
	Certification	Project Developer's certification of the project	Project Developer	
DG & Non-CHEEF Work	DG contractor	DG contractor company name and CSLB license number	Finance Company or Project Developer	✓
	Distributed generation (DG) measure details	Description of any DG	Finance Company or Project Developer	
	Non-CHEEF contractors	Non-CHEEF contractor company name and CSLB license number	Finance Company or Project Developer	
	Non-ESMs self-installed	Description of any non-ESMs self-installed by the customer	Finance Company or Project Developer	✓
	Non-ESMs installed by non-CHEEF contractors	Description of any non-ESMs installed by non-CHEEF contractors	Finance Company or Project Developer	
	Total costs of DG or Non-ESMs	Total cost of any non-ESMs and/or DG	Finance Company or Project Developer	✓

## Data Requirements, pt. 4

Required information		Explanation of what is provided	Who provides it	Required for Microloans
ONLY FOR PROJECTS WHERE APPLICABLE				
Professionally Certified Measures	Energy Professional name and contact info	Individual and company certifying and quantifying the savings along with city, telephone number and email	Finance Company, Contractor, or Project Developer	✓
	Energy Professional certification type and license	Whether Certified Energy Manager or Professional Engineer as well as certification ID or license number	Finance Company, Contractor, or Project Developer	✓
	Energy savings	Savings type (energy efficiency or demand response) and savings estimate (annual kWh; peak kW; annual therms; peak therms)	Certified Energy Manager or Professional Engineer	✓
	Energy Professional certification	Certification that measure(s) are likely to save energy	Certified Energy Manager or Professional Engineer	✓
On-Bill Repayment	OBR Designation	Indication of intent to enroll a financing in OBR	Finance Company	✓
	OBR IOU Name and Fuel Source (by ESM cost)	Select whether the majority of ESM costs are for measures that consume electricity or gas as a fuel, and the corresponding IOU	Finance Company, Contractor, or Project Developer	✓
	OBR Utility Account Number	On multi-site projects, the IOU customer account number associated with the CSA#.	Finance Company, Contractor, or Project Developer	✓
	OBR Commodity Service Account Number	IOU electric and/or IOU gas CSAID(s). (SCE - Service Account ID, PGE - Service Agreement ID, SDGE - Meter #, SCG - n/a)	Finance Company, Contractor, or Project Developer	✓
	Initial OBR Charge	Initial OBR Charge to be placed on the utility bill	Finance Company	✓
	OBR Billing Address	On multi-site projects, the address associated with the CSA#.	Finance Company, Contractor, or Project Developer	✓
	Authorization Form	Send request for OBR customer authorization to add charges to bill.	Finance Company	✓